

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

And:

Adelstein/Liston
222 W. Ontario
Suite 600
Chicago, IL 60610

<u>Contract / Revision</u> 818179 /		<u>Alt Order #</u> 06306296
<u>Product</u> AFSCME (OH-16)		
<u>Contract Dates</u> 09/12/12 - 09/23/12	<u>Estimate #</u> 3220	
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 09/07/12 / 09/07/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Jim Rapp	<u>Sales Office</u> Telerep-Chicago
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8004	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	WOIO	09/12/12	09/14/12	Action News at 5a	5-6a		:30			NM	6	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				6	\$125.00			
N 2	WOIO	09/17/12	09/21/12	Action News at 5a	5-6a		:30			NM	8	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				8	\$125.00			
N 3	WOIO	09/12/12	09/14/12	Action News at 6a	6-7a		:30			NM	5	\$875.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				5	\$175.00			
N 4	WOIO	09/17/12	09/21/12	Action News at 6a	6-7a		:30			NM	8	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				8	\$175.00			
N 5	WOIO	09/12/12	09/14/12	The Early Show	7-9a		:30			NM	6	\$990.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				6	\$165.00			
N 6	WOIO	09/17/12	09/21/12	The Early Show	7-9a		:30			NM	13	\$2,145.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				13	\$165.00			
N 7	WOIO	09/15/12	09/22/12	Sat Early Show	9-11a		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1-				1	\$250.00			
Week:		09/17/12	09/23/12	-----1-				1	\$250.00			
N 8	WOIO	09/16/12	09/23/12	CBS Sunday Morning	9-1030a		:30			NM	2	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$450.00			
Week:		09/17/12	09/23/12	-----1				1	\$450.00			
N 9	WOIO	09/12/12	09/14/12	Action News at 4p	4-5p		:30			NM	4	\$2,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				4	\$650.00			
N 10	WOIO	09/17/12	09/21/12	Action News at 4p	4-5p		:30			NM	3	\$1,950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				3	\$650.00			

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<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 09/07/12 / 09/07/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals	
											Spots	Amount
N 11	WOIO	09/12/12	09/14/12	Action News at 5p	5-6p		:30			NM	4	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				4	\$700.00			
N 12	WOIO	09/17/12	09/21/12	Action News at 5p	5-6p		:30			NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				3	\$700.00			
N 13	WOIO	09/12/12	09/14/12	Action News at 6p	6-630p		:30			NM	4	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				4	\$700.00			
N 14	WOIO	09/17/12	09/21/12	Action News at 6p	6-630p		:30			NM	4	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				4	\$700.00			
N 15	WOIO	09/17/12	09/21/12	M-F 7-730p	7-730p		:30			NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				1	\$4,500.00			
N 16	WOIO	09/17/12	09/21/12	M-F 730-8p	730-8p		:30			NM	1	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				1	\$5,000.00			
N 17	WOIO	09/12/12	09/14/12	Action News at 7p	7-8p		:30			NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				3	\$500.00			
N 18	WOIO	09/17/12	09/17/12	Mon Hour 3	10-11P		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	1-----				1	\$3,000.00			
N 19	WOIO	09/18/12	09/18/12	Tue Hour 1	8-9P		:30			NM	1	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-1-----				1	\$3,500.00			
N 20	WOIO	09/18/12	09/18/12	9-10p	9-10p		:30			NM	1	\$3,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-1-----				1	\$3,250.00			
N 21	WOIO	09/19/12	09/19/12	Survivor Premiere	8-930p		:30			NM	1	\$6,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	--1----				1	\$6,500.00			
N 22	WOIO	09/13/12	09/13/12	Thur Hour 3	10-11p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	---1---				1	\$3,000.00			
N 23	WOIO	09/21/12	09/21/12	Fri Hour 2	9-10p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	----1--				1	\$3,000.00			
N 24	WOIO	09/21/12	09/21/12	Fri Hour 3	10-11p		:30			NM	1	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	----1--				1	\$3,200.00			
N 25	WOIO	09/16/12	09/23/12	Sun Hour 1	7-8p		:30			NM	2	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$3,500.00			
Week:		09/17/12	09/23/12	-----1				1	\$3,500.00			
N 26	WOIO	09/23/12	09/23/12	Sun Hour 3	9-10p		:30			NM	1	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----1				1	\$3,500.00			
N 27	WOIO	09/12/12	09/14/12	Action News at 11p	11-1135p		:30			NM	3	\$3,000.00

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											Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				3	\$1,000.00			
N 28	WOIO	09/17/12	09/21/12	Action News at 11p	11-1135p		:30			NM	5	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				5	\$1,000.00			
N 29	WOIO	09/15/12	09/15/12	11p-1205a	11p-1205a		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1-				1	\$750.00			
N 30	WOIO	09/16/12	09/23/12	11p-1205a	11p-1205a		:30			NM	2	\$1,550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$775.00			
Week:		09/17/12	09/23/12	-----1				1	\$775.00			
N 31	WOIO	09/12/12	09/14/12	David Letterman	1135p-1238a		:30			NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				3	\$500.00			
N 32	WOIO	09/17/12	09/21/12	David Letterman	1135p-1238a		:30			NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				5	\$500.00			
N 33	WOIO	09/17/12	09/21/12	Price is Right	11a-12p		:30			NM	4	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				4	\$525.00			
N 34	WOIO	09/12/12	09/14/12	Action News at Noon	12-1230p		:30			NM	3	\$1,425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				3	\$475.00			
N 35	WOIO	09/17/12	09/21/12	Action News at Noon	12-1230p		:30			NM	4	\$1,900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				4	\$475.00			
N 36	WOIO	09/12/12	09/14/12	CBS Soaps	1230-2p		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				1	\$600.00			
N 37	WOIO	09/17/12	09/21/12	CBS Soaps	1230-2p		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				1	\$600.00			
N 38	WOIO	09/15/12	09/22/12	NCAA Football Reg Game 1	330p-7p		:30			NM	2	\$1,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1-				1	\$850.00			
Week:		09/17/12	09/23/12	-----1-				1	\$850.00			
N 39	WOIO	09/16/12	09/23/12	Browns Football	1-4p		:30			NM	2	\$60,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$30,000.00			
Week:		09/17/12	09/23/12	-----1				1	\$30,000.00			
N 40	WOIO	09/16/12	09/23/12	AFC GAME 2	415p-7p		:30			NM	2	\$30,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$15,000.00			
Week:		09/17/12	09/23/12	-----1				1	\$15,000.00			
N 41	WOIO	09/22/12	09/22/12	Sat Hour 3	10-11p		:30			NM	1	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----1-				1	\$2,750.00			
N 42	WOIO	09/16/12	09/23/12	NFL Today	12p-1p		:30			NM	2	\$8,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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Week:		09/10/12	09/16/12	-----1				1	\$4,000.00			
Week:		09/17/12	09/23/12	-----1				1	\$4,000.00			
Totals											128	\$193,935.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/23/12	128	\$193,935.00	\$164,844.75
Totals	128	\$193,935.00	\$164,844.75

Signature: _____ **Date:** _____

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